
ALYSSA HILL

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(703) 795-1201

OBJECTIVE

Seeking a role in the health tech industry to maximize my 7+ years of business development, client management, and corporate health promotion field experience.

SUMMARY OF QUALIFICATIONS

Outstanding ability to establish and build cooperative, professional relationships with clients and company partners resulting in both new and option-year contracts. Enthusiastic, self-driven, reliable, with demonstrated success in managing distributed, cross-functional teams throughout the sales and proposal processes. Master's Degree in Health Promotion Management with a focus on corporate health and employee wellness. Strong believer in team success based on an environment that fosters integrity, accountability, flexibility, and a "roll up your sleeves" work ethic.

PROFESSIONAL EXPERIENCE

The Bridge Group (TBG) – Washington, D.C.

Nov 2016 – Present

Business Development Manager

- Establish and foster client relationships, serving as the lead point-of-contact and SME during the proposal phase of the RFP process liaising between client, external content experts, and internal teams
- Pioneer new internal processes to improve team communication and proposal efficiencies during an unwieldy phase of company evolution
- Drive fast-paced growth – closed the third largest deal in a 20-year company history, with three subsequent contract renewals
- Develop presentation packages that include data analysis of client satisfaction and outcomes
- Manage a 100% remote, distributed team in the creation of proposals, serving as lead for both technical narratives and pricing volumes
- Devise business development goals and strategies to generate new corporate and federal agency contracts

North Carolina Partnership for Children– Raleigh, NC

Feb 2013 – Nov 2016

Health Project Coordinator

- Coordinated the BCBS Shape NC initiative: a six-year, large-scale, multi-strategy initiative to improve nutrition and physical activity practices for young children 0-5
- Developed narratives and designed metric-based presentations for funders to secure two rounds of financial backing and a major federal grant
- Guided 220 remote project site teams by collaborating with funders, state and local partners, evaluators, colleagues, and remote staff to obtain funding and achieve program milestones

EDUCATION

Master of Science, Health Promotion Management
American University, Washington, D.C.
4.0 GPA and Merit Awardee

Bachelor of Science, Sociology and Psychology
James Madison University, Harrisonburg, VA
Summa Cum Laude Graduate

COMMUNITY INVOLVEMENT

Junior League of Raleigh, Raleigh, N.C. Feb 2013 – Present
Active Silver Member

- Served as co-captain for a local philanthropy team and served on the planning committee for the Annual Empowering Women Conference

Triangle Pets Alive, Raleigh, N.C. Feb 2013 – Dec 2017
Assistant Director

- Supported the rescue of 315 dogs over the course of four years as the Assistant Director for Triangle Pets Alive, a 501(c)(3) dedicated to saving shelter dogs on euthanasia lists across the state of North Carolina